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STANDARD CODES

## MCHUTCHISON &amp; CO.

IMPORTERS &amp; DISTRIBUTORS FOR

FLORISTS - NURSEYMEN - SEEDSMEN

95 CHAMBERS STREET

WHOLESALE ONLY

JAMES MCHUTCHISON, PRESIDENT  
J. EDGAR MCHUTCHISON, VICE PRES.  
W. E. MICHEL, SECRETARY  
M. J. BERKERY, TREASURER

NEW YORK

March 18th, 1930.

Mr. M. R. Newman,  
Washington, D.C.

Dear Sir:--

LILY BULBS - 1930 CROP

THE BUYER AND SELLER AGREES THAT THE SELLER GIVES NO WARRANTY, EXPRESS OR IMPLIED, AS TO THE PRODUCTIVENESS OF THE STOCK HEREBY OFFERED, AND ITS RETENTION FOR TEN DAYS AFTER RECEIPT BY THE BUYER WITHOUT COMPLAINT IN WRITING, CONSTITUTES A DEFINITE ACCEPTANCE THEREOF BY THE BUYER. ALL GROWING STOCK IS OFFERED SUBJECT TO CROP.

The wide-awake grower who is "on his toes" never gets "on his uppers". He anticipates his requirements, he thinks ahead and orders early. By so doing he gets what he wants, when he wants it, at reasonable prices. Last season in the face of most trying crop conditions we filled every advance order for LILY BULBS complete at the agreed prices.

A firm's policy reflects its character. Gamblers may guess at prices now - but guess-work does not go here on price, quality, or any other matter. Our policy - be sure first, then act - means dependability. Will you play safe with us? Shall we book your new crop order now, quoting prices later which will be subject to your acceptance? Varieties and sizes follow:-

GIGANTEUM, ERABU  
and FORMOSUM

6-8 "	400 per case
7-9 "	300 "
8-10"	225 "
9-10"	200 "
10-11"	150 "

SINENSIS

6-8 "	400 per case
7-9 "	300 "
8-10"	225 "
9-10"	200 "

AURATUM

8-9 "	200 per case
9-11"	150 "
11-13"	90 "

AUR.PLATYPHYLLUM

8-9 "	200 per case
9-11"	150 "

HARRISII

MAGNIFICUM  
and RUBRUM

6-7 "	335 per case
7-9 "	200 "
8-10"	150 "
9-11"	100 "

7-9 "	220 per case
8-9 "	200 "
9-11"	150 "
11-13"	90 "

ALBUM

7-9 "	250 per case
8-9 "	200 "

Prices when quoted will be F.O.B. nearest distribution point. Terms 60 days net, less 2% cash within 10 days of invoice date. Case lots only.

Giganteum is offered F.O.B. New York, Chicago, Nashville, Denver, Seattle, Springfield (Ill.) and other points. Hardy varieties and Erabu and Formosum, F.O.B. New York, Chicago and Seattle. Sinensis, Auratum Platiphyllum and Harrisii from New York only. Advance orders shipped from nearest point on arrival unless you instruct otherwise.

Through us you can participate in the early contracts made with the most dependable established shippers at sources. Your open price order, placed now, can be changed any way you want when prices are quoted firm before delivery. Will you use the enclosed form and envelope to put your order in reliable hands?

Yours truly,



(date) \_\_\_\_\_ 1930.

McHutchison & Co.,

New York City

Gentlemen:-

Book our advance order for LILY BULBS - new crop at open price, according to your letter of March 18th; varieties and sizes as noted below:-

—	cs. (400 each)	GIGANTEUM	6-8 "	—	cs. (400 each)	FORMOSUM	6-8 "
—	" (300 " )	"	7-9 "	—	" (300 " )	"	7-9 "
—	" (225 " )	"	8-10"	—	" (225 " )	"	8-10"
—	" (200 " )	"	9-10"	—	" (200 " )	"	9-10"
—	" (150 " )	"	10-11"	—	" (150 " )	"	10-11"
—	" (400 " )	ERABU	6-8 "	—	" (335 " )	HARRISII	6-7 "
—	" (300 " )	"	7-9 "	—	" (200 " )	"	7-9 "
—	" (225 " )	"	8-10"	—	" (150 " )	"	8-10"
—	" (200 " )	"	9-10"	—	" (100 " )	"	9-11"
—	" (150 " )	"	10-11"	—	" (400 " )	SINENSIS	6-8 "
—	" (200 " )	AURATUM	8-9 "	—	" (300 " )	"	7-9 "
—	" (150 " )	"	9-11"	—	" (225 " )	"	8-10"
—	" ( 90 " )	"	11-13"	—	" (200 " )	"	9-10"
—	" (220 " )	RUBRUM	7-9 "	—	" (220 " )	MAGNIFICUM	7-9 "
—	" (200 " )	"	8-9 "	—	" (200 " )	"	8-9 "
—	" (150 " )	"	9-11"	—	" (150 " )	"	9-11"
—	" ( 90 " )	"	11-13"	—	" ( 90 " )	"	11-13"
—	" (250 " )	ALBUM	7-9 "	—	" (200 " )	AUR.PLATYPHYLLUM,	8-9 "
—	" (200 " )	"	8-9 "	—	" (150 " )	"	9-11"

F.O.B. \_\_\_\_\_.

It is understood that this order can be changed if necessary when prices are quoted before delivery.

(Name) \_\_\_\_\_

(Address) \_\_\_\_\_

